

# West Orange

## December 2020 Market Snapshot

| Units | Address                      | Style       | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP   | Total Assessment | SP:AV |
|-------|------------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1     | 587-591 Valley Road          | OneFloor    | 1      | 1.0   | 74  | \$109,000        | \$109,000  | \$102,000   | 93.58%  | \$114,600        | 0.89  |
| 2     | 17A S Valley Road Unit 4     | TwnIntUn    | 1      | 1.0   | 22  | \$139,000        | \$139,000  | \$133,000   | 95.68%  | \$100,000        | 1.33  |
| 3     | 30 Condit Terrace            | Colonial    | 3      | 1.0   | 286 | \$269,000        | \$259,000  | \$235,000   | 90.73%  | \$197,500        | 1.19  |
| 4     | 10 Smith Manor Boulevard 422 | HighRise    | 2      | 2.0   | 235 | \$275,000        | \$265,000  | \$270,000   | 101.89% | \$206,200        | 1.31  |
| 5     | 8 Paris Circle               | TwnIntUn    | 2      | 2.0   | 29  | \$279,000        | \$279,000  | \$279,000   | 100.00% | \$245,000        | 1.14  |
| 6     | 44 Buchanan Court            | TwnIntUn    | 2      | 2.0   | 31  | \$325,000        | \$325,000  | \$325,000   | 100.00% | \$245,000        | 1.33  |
| 7     | 29 Wheatland Avenue          | Colonial    | 4      | 2.1   | 54  | \$329,999        | \$329,999  | \$330,000   | 100.00% | \$335,000        | 0.99  |
| 8     | 22 Helen Avenue              | Colonial    | 3      | 3.0   | 8   | \$350,000        | \$350,000  | \$340,000   | 97.14%  | \$340,800        | 1.00  |
| 9     | 15 Hazel Avenue              | Colonial    | 3      | 1.1   | 27  | \$335,000        | \$335,000  | \$345,000   | 102.99% | \$240,200        | 1.44  |
| 10    | 6 Park Drive West            | Colonial    | 3      | 1.0   | 10  | \$349,000        | \$349,000  | \$350,000   | 100.29% | \$219,000        | 1.60  |
| 11    | 35 Fairway Drive             | Split Level | 4      | 2.1   | 1   | \$360,000        | \$360,000  | \$356,000   | 98.89%  | \$409,700        | 0.87  |
| 12    | 69 Davey Drive               | TwnEndUn    | 3      | 3.0   | 59  | \$369,000        | \$369,000  | \$358,000   | 97.02%  | \$397,600        | 0.90  |
| 13    | 52 Oakridge Road             | Colonial    | 3      | 2.0   | 131 | \$350,000        | \$369,000  | \$370,000   | 100.27% | \$273,900        | 1.35  |
| 14    | 37 Larkin Circle             | TwnIntUn    | 3      | 2.1   | 23  | \$349,000        | \$349,000  | \$370,000   | 106.02% | \$250,000        | 1.48  |
| 15    | 8 Kling Street               | Colonial    | 3      | 2.1   | 7   | \$369,900        | \$369,900  | \$375,000   | 101.38% | \$322,500        | 1.16  |
| 16    | 180 Zeppi Lane               | TwnEndUn    | 3      | 2.1   | 22  | \$385,000        | \$385,000  | \$385,000   | 100.00% | \$311,700        | 1.24  |
| 17    | 702 Eagle Rock Avenue        | Colonial    | 3      | 1.1   | 13  | \$349,000        | \$349,000  | \$385,000   | 110.32% | \$270,200        | 1.42  |
| 18    | 3 Birch Street               | Ranch       | 3      | 2.0   | 40  | \$385,000        | \$385,000  | \$397,500   | 103.25% | \$282,300        | 1.41  |
| 19    | 9 Crestmont Road             | CapeCod     | 3      | 1.1   | 21  | \$385,000        | \$385,000  | \$410,000   | 106.49% | \$309,800        | 1.32  |
| 20    | 37 Lorelei Road              | CapeCod     | 4      | 1.0   | 16  | \$398,800        | \$398,800  | \$410,000   | 102.81% | \$245,600        | 1.67  |
| 21    | 23 Nutman Place              | Colonial    | 3      | 2.1   | 101 | \$425,000        | \$425,000  | \$420,000   | 98.82%  | \$273,900        | 1.53  |
| 22    | 17 Waldeck Court             | TwnIntUn    | 3      | 2.1   | 32  | \$424,000        | \$424,000  | \$420,000   | 99.06%  | \$397,600        | 1.06  |
| 23    | 18 Phyllis Road              | CapeCod     | 4      | 3.0   | 13  | \$399,900        | \$399,900  | \$420,000   | 105.03% | \$284,700        | 1.48  |
| 24    | 5 N Westwood Drive           | CapeCod     | 3      | 2.0   | 24  | \$450,000        | \$450,000  | \$425,000   | 94.44%  | \$262,500        | 1.62  |
| 25    | 32 Osborne Place             | Tudor       | 3      | 1.1   | 27  | \$389,000        | \$389,000  | \$425,000   | 109.25% | \$273,900        | 1.55  |

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|-------|----------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 26    | 55 Greenwood Avenue        | CapeCod     | 5      | 2.1   | 9   | \$439,000        | \$439,000  | \$430,000   | 97.95%  | \$336,700        | 1.28  |
| 27    | 5 Lincoln Avenue           | Colonial    | 3      | 1.1   | 14  | \$389,000        | \$389,000  | \$430,000   | 110.54% | \$285,000        | 1.51  |
| 28    | 9 N Westwood Drive         | CapeCod     | 3      | 2.0   | 36  | \$425,000        | \$425,000  | \$440,000   | 103.53% | \$269,000        | 1.64  |
| 29    | 17 Dartmouth Road          | Colonial    | 3      | 1.1   | 11  | \$409,000        | \$409,000  | \$440,000   | 107.58% | \$302,700        | 1.45  |
| 30    | 84 Warren Road             | Split Level | 3      | 2.1   | 5   | \$459,900        | \$459,900  | \$449,500   | 97.74%  | \$272,200        | 1.65  |
| 31    | 14 Wellington Avenue       | Colonial    | 3      | 2.0   | 31  | \$399,500        | \$399,500  | \$450,100   | 112.67% | \$270,300        | 1.67  |
| 32    | 21 Brookside Road          | Split Level | 3      | 2.1   | 19  | \$425,000        | \$425,000  | \$455,000   | 107.06% | \$303,200        | 1.50  |
| 33    | 35 Yale Terrace            | CapeCod     | 3      | 2.0   | 10  | \$425,000        | \$425,000  | \$462,500   | 108.82% | \$279,400        | 1.66  |
| 34    | 9 Dawson Avenue            | RanchExp    | 5      | 4.0   | 7   | \$459,000        | \$459,000  | \$470,000   | 102.40% | \$427,800        | 1.10  |
| 35    | 122 Walker Road            | Colonial    | 3      | 1.1   | 56  | \$409,900        | \$409,900  | \$473,000   | 115.39% | \$314,000        | 1.51  |
| 36    | 102 Barringer Court        | MultiFlr    | 4      | 3.1   | 8   | \$499,000        | \$499,000  | \$475,000   | 95.19%  | \$317,700        | 1.50  |
| 37    | 10 Maple Avenue            | Colonial    | 3      | 2.0   | 11  | \$375,000        | \$375,000  | \$476,000   | 126.93% | \$264,900        | 1.80  |
| 38    | 16 Hickory Road            | Split Level | 3      | 3.1   | 10  | \$429,900        | \$429,900  | \$476,000   | 110.72% | \$338,000        | 1.41  |
| 39    | 14 Pitney Street           | Colonial    | 3      | 2.1   | 7   | \$375,000        | \$375,000  | \$480,000   | 128.00% | \$298,800        | 1.61  |
| 40    | 30 Yale Terrace            | Colonial    | 3      | 1.1   | 14  | \$465,000        | \$465,000  | \$495,000   | 106.45% | \$328,100        | 1.51  |
| 41    | 10 Powell Drive            | Colonial    | 4      | 2.1   | 34  | \$535,000        | \$535,000  | \$500,000   | 93.46%  | \$575,000        | 0.87  |
| 42    | 2 Garfield Avenue          | Ranch       | 3      | 2.0   | 42  | \$419,000        | \$419,000  | \$500,000   | 119.33% |                  |       |
| 43    | 1020 Smith Manor Boulevard | TwndEndUn   | 3      | 3.1   | 18  | \$525,000        | \$525,000  | \$500,000   | 95.24%  | \$444,200        | 1.13  |
| 44    | 1 Wedgewood Drive          | Ranch       | 4      | 3.0   | 22  | \$489,000        | \$489,000  | \$510,000   | 104.29% | \$326,900        | 1.56  |
| 45    | 41 Manger Road             | Split Level | 3      | 3.1   | 9   | \$495,000        | \$495,000  | \$525,000   | 106.06% | \$299,000        | 1.76  |
| 46    | 18 Wildwood Avenue         | Colonial    | 5      | 3.1   | 20  | \$549,900        | \$549,900  | \$550,000   | 100.02% | \$467,000        | 1.18  |
| 47    | 17 Lawrence Avenue         | Colonial    | 3      | 2.1   | 10  | \$525,000        | \$525,000  | \$550,000   | 104.76% | \$318,000        | 1.73  |
| 48    | 202 Gregory Avenue         | Colonial    | 4      | 3.0   | 11  | \$515,000        | \$515,000  | \$555,000   | 107.77% | \$340,000        | 1.63  |
| 49    | 47 Orange Heights Avenue   | Colonial    | 4      | 2.0   | 11  | \$489,000        | \$489,000  | \$556,000   | 113.70% | \$334,800        | 1.66  |
| 50    | 8 Hoover Avenue            | Split Level | 3      | 3.0   | 13  | \$549,000        | \$549,000  | \$565,000   | 102.91% | \$341,100        | 1.66  |

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| 51             | 1375 Pleasant Valley Way | Ranch       | 3      | 2.1   | 77        | \$599,000        | \$575,000        | \$570,000        | 99.13%         | \$354,600        | 1.61        |
| 52             | 260 S Valley Road        | Colonial    | 5      | 3.1   | 13        | \$545,000        | \$545,000        | \$575,575        | 105.61%        | \$372,100        | 1.55        |
| 53             | 32 Dogwood Drive         | CapeCod     | 4      | 3.0   | 28        | \$570,000        | \$570,000        | \$592,000        | 103.86%        | \$358,000        | 1.65        |
| 54             | 19 Powell Drive          | Colonial    | 5      | 3.1   | 14        | \$574,900        | \$574,900        | \$600,000        | 104.37%        | \$516,000        | 1.16        |
| 55             | 59 Fairview Avenue       | Colonial    | 3      | 2.1   | 9         | \$545,000        | \$545,000        | \$601,000        | 110.28%        | \$408,200        | 1.47        |
| 56             | 76 Walker Road           | Colonial    | 4      | 1.1   | 10        | \$550,000        | \$550,000        | \$602,800        | 109.60%        | \$312,900        | 1.93        |
| 57             | 23 Rand Drive            | Split Level | 5      | 4.0   | 27        | \$699,000        | \$650,000        | \$616,000        | 94.77%         | \$462,300        | 1.33        |
| 58             | 91 Edgewood Avenue       | RanchExp    | 4      | 3.0   | 15        | \$625,000        | \$625,000        | \$625,000        | 100.00%        | \$412,900        | 1.51        |
| 59             | 60 Burnett Terrace       | Colonial    | 4      | 2.2   | 14        | \$649,000        | \$649,000        | \$629,000        | 96.92%         | \$435,100        | 1.45        |
| 60             | 34 Edgemont Road         | Bi-Level    | 4      | 3.0   | 7         | \$609,900        | \$609,900        | \$630,000        | 103.30%        | \$377,400        | 1.67        |
| 61             | 181 S Valley Road        | Colonial    | 3      | 2.1   | 10        | \$599,000        | \$599,000        | \$676,000        | 112.85%        | \$395,000        | 1.71        |
| 62             | 18 Luddington Terrace    | Colonial    | 6      | 4.0   | 13        | \$625,000        | \$625,000        | \$698,500        | 111.76%        | \$482,700        | 1.45        |
| 63             | 35 Rock Spring Avenue    | Custom      | 4      | 3.0   | 21        | \$649,000        | \$649,000        | \$705,000        | 108.63%        |                  |             |
| 64             | 49 Winding Way           | Colonial    | 5      | 3.1   | 28        | \$719,000        | \$719,000        | \$750,000        | 104.31%        | \$442,100        | 1.70        |
| 65             | 57 Haggerty Drive        | Custom      | 4      | 4.1   | 49        | \$799,000        | \$799,000        | \$760,000        | 95.12%         | \$670,700        | 1.13        |
| 66             | 9 Wadams Court           | Colonial    | 5      | 4.2   | 11        | \$815,000        | \$815,000        | \$820,000        | 100.61%        | \$747,600        | 1.10        |
| 67             | 40 Eagle Ridge Way       | Colonial    | 7      | 6.2   | 165       | \$1,995,000      | \$1,895,000      | \$1,737,000      | 91.66%         | \$1,550,000      | 1.12        |
| <b>AVERAGE</b> |                          |             |        |       | <b>34</b> | <b>\$480,470</b> | <b>\$477,873</b> | <b>\$493,082</b> | <b>103.68%</b> |                  | <b>1.41</b> |

### "Active" Listings in West Orange

Number of Units: 128  
 Average List Price: \$580,146  
 Average Days on Market: 68

### "Under Contract" Listings in West Orange

Number of Units: 156  
 Average List Price: \$463,283  
 Average Days on Market: 40

# West Orange 2020 Year to Date Market Trends

| YTD             | January   | February  | March     | April     | May       | June      | July      | August    | September | October   | November  | December  | YTD AVG   |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Days on Market  | 60        | 59        | 58        | 35        | 51        | 51        | 53        | 47        | 35        | 25        | 30        | 34        | 43        |
| List Price      | \$454,051 | \$407,197 | \$426,276 | \$457,177 | \$490,863 | \$456,980 | \$476,482 | \$503,071 | \$443,674 | \$458,458 | \$431,850 | \$477,873 | \$459,710 |
| Sales Price     | \$441,942 | \$402,913 | \$424,209 | \$459,118 | \$486,193 | \$451,853 | \$480,474 | \$496,378 | \$455,836 | \$475,001 | \$448,770 | \$493,082 | \$463,929 |
| SP:LP%          | 96.15%    | 98.99%    | 99.53%    | 100.56%   | 99.38%    | 99.08%    | 100.64%   | 100.54%   | 102.86%   | 103.65%   | 103.99%   | 103.68%   | 101.22%   |
| SP to AV        | 1.19      | 1.21      | 1.21      | 1.28      | 1.22      | 1.25      | 1.30      | 1.27      | 1.29      | 1.39      | 1.37      | 1.41      | 1.30      |
| # Units Sold    | 37        | 32        | 48        | 58        | 41        | 56        | 62        | 85        | 85        | 67        | 71        | 67        | 709       |
| 3 Mo Rate of Ab | 3.85      | 4.05      | 3.55      | 2.59      | 2.83      | 2.67      | 2.52      | 1.92      | 1.63      | 1.75      | 1.57      | 1.33      | 2.52      |
| Active Listings | 165       | 172       | 132       | 119       | 127       | 136       | 132       | 122       | 124       | 128       | 114       | 78        | 129       |
| Under Contracts | 101       | 122       | 125       | 95        | 124       | 147       | 167       | 148       | 156       | 156       | 137       | 115       | 133       |

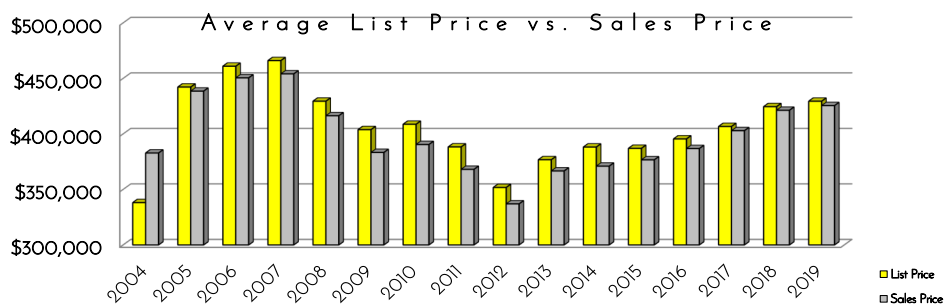
## Flashback! YTD 2019 vs YTD 2020

| YTD         | 2019      | 2020      | % Change |
|-------------|-----------|-----------|----------|
| DOM         | 58        | 43        | -25.87%  |
| Sales Price | \$425,506 | \$463,929 | 9.03%    |
| LP:SP       | 99.42%    | 101.22%   | 1.80%    |
| SP:AV       | 1.22      | 1.30      | 6.36%    |

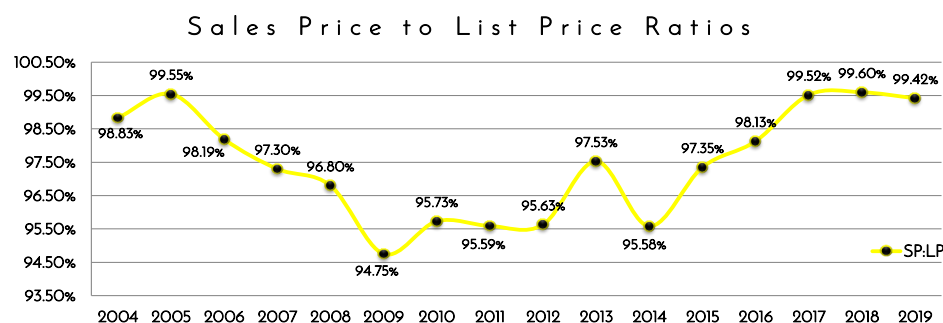


| YTD             | 2019 | 2020 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 656  | 709  | 8.08%    |
| Rate of Ab 3 Mo | 2.87 | 1.33 | -53.66%  |
| Actives         | 154  | 78   | -49.35%  |
| Under Contracts | 84   | 115  | 36.90%   |

## West Orange Yearly Market Trends



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|    | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$338,108 | \$442,208 | \$460,981 | \$466,047 | \$429,481 | \$403,847 | \$408,694 | \$388,271 | \$351,758 | \$376,734 | \$388,179 | \$386,990 | \$395,480 | \$406,718 | \$424,570 | \$429,463 |
| SP | \$382,805 | \$438,534 | \$450,493 | \$454,083 | \$416,376 | \$383,302 | \$390,469 | \$368,090 | \$336,975 | \$366,635 | \$378,978 | \$376,639 | \$366,801 | \$402,915 | \$421,286 | \$425,506 |

